

Sensys Gatso Group AB

Q1 2020 Market Presentation

Audiocast

April 30, 2020

10:00 CET

AGENDA

Q1 2020 MARKET PRESENTATION

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- » Covid-19
- » Business update
- » Financial update
- » Summary and Outlook



Continuing our *Essential Business* during a global crisis

Activities:

- » Business Continuity plans in place
- » Nearly 80% employees work from home
- » Protect our employees and customer interests
- » Work in Agile & Scrum way
- » Social media campaign

Results to date:

- Business in control
- Employees healthy and motivated
- Execution of Projects and Customer contacts continues
- Essential Business to Governments, no impact on revenues to date



To date, the business impact of Covid-19 for SGG globally is limited

AGENDA

BUSINESS UPDATE

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- » Costa Rica contract in finalization phase
- » Covid-19 not expected to impact order intake
- » TRaaS grows 47%



Costa Rica contract in finalization phase

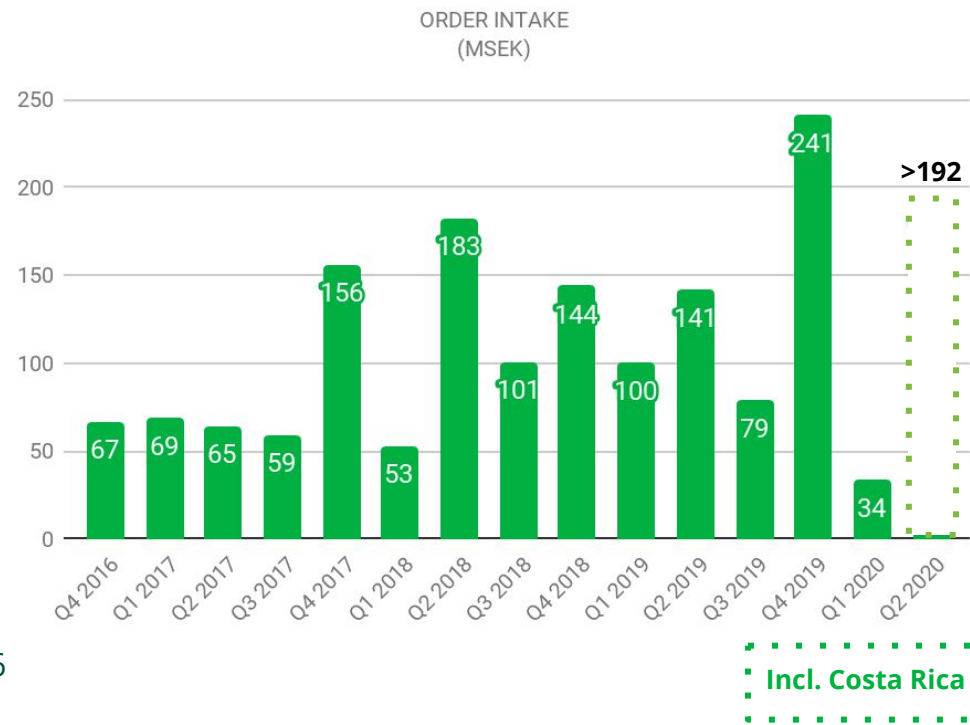
- Notice of award in February 2020 for MSEK 192, of which MSEK 60 million TRaaS
- Appeals not rewarded
- Stipulating the legal details of the contract
- Covid-19 adds time to contract finalization phase
- Overall execution timeline not affected
- Our second entry after Colombia in large and growing LATAM market
- Expected Order Intake in Q2



Covid-19 not expected to impact order intake

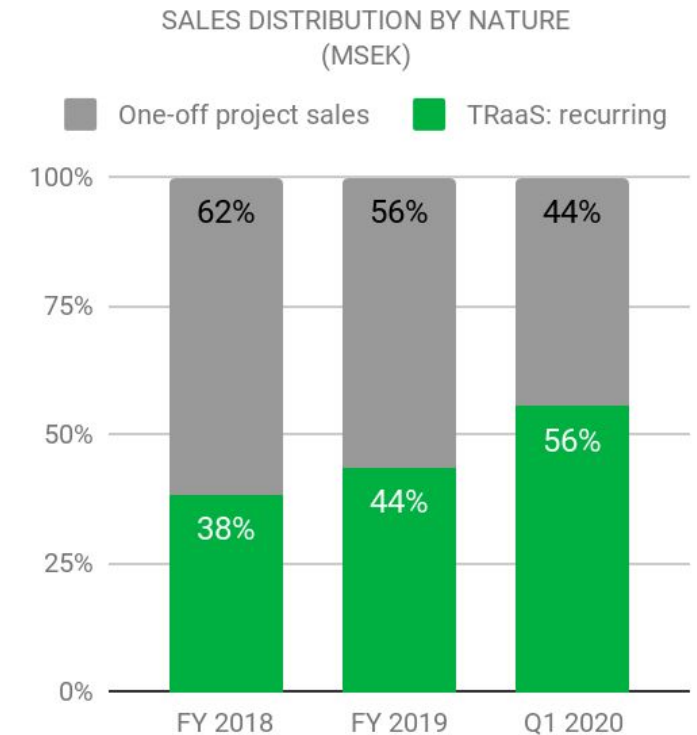


- Q1 Order intake MSEK 34 (100), relatively low
- Impacted by delayed signing of MSEK 192 Costa Rica contract
- Not uncommon for Q1's to be lower relative to other quarters
- At this point, Covid-19 is not expected to impact full year order intake



TRaaS Sales grows 47%

MSEK	Q1-2020	Q1-2019	FY-2019	FY-2018
System Sales	43	42	229	235
TRaaS: Service & Maintenance	20	18	79	68
TRaaS: Licenses	0	1	3	8
TRaaS: Managed Services	33	17	95	70
Total Sales	96	78	406	380
Of which TRaaS:	53	36	177	145
TRaaS % of total Sales:	56%	46%	44%	38%
TRaaS Growth:	47%		22%	

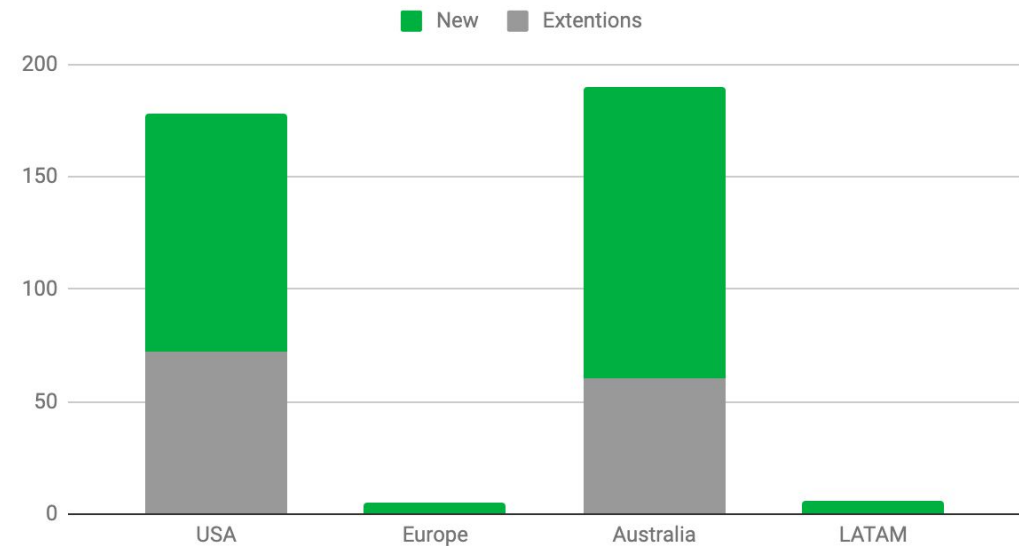


Stacking our TRaaS Sales

2019 Announced TRaaS contracts

	# contracts	Total Contract Value	Average Annual Revenue
New contracts	9	247	49
Contract Extensions	4	133	41
TRaaS Contracts	13	379	90

2019 TRaaS Total Contract Value



AGENDA

FINANCIAL UPDATE

- » Analysis of the segments performance
- » Consolidated income statement
- » Available cash and financial position

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Segment System Sales

- 12 months rolling Order Intake remains solid at MSEK 336, without Costa Rica
- Q1 sales MSEK 63, comparable with Q1 2019
- EBITDA for Q1 at near break-even level

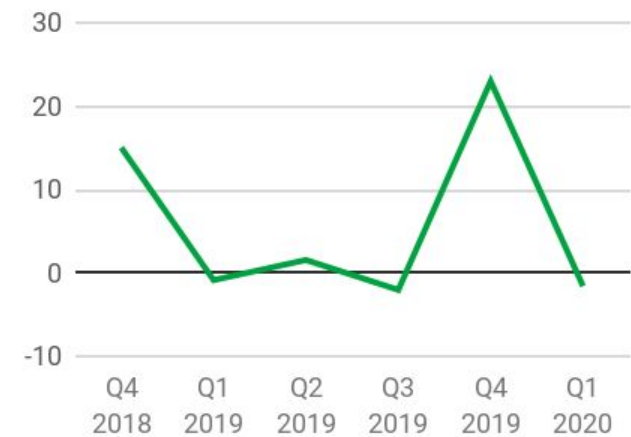
ORDER INTAKE SYSTEM SALES 12M ROLLING (MSEK)



SALES SYSTEM SALES (MSEK)



EBITDA SYSTEM SALES (MSEK)



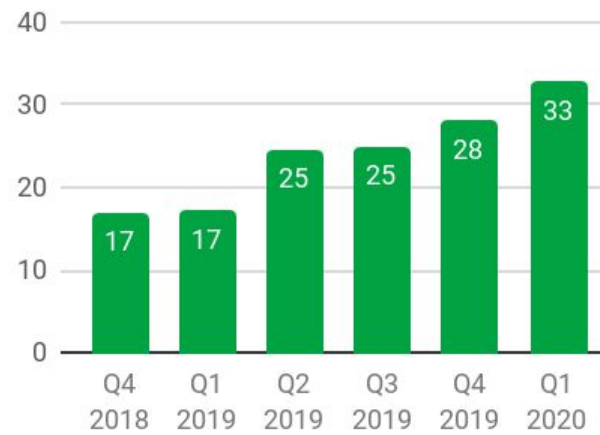
Segment Managed Services

- 12 months rolling order intake MSEK 160, plus 19 percent compared to Q1 2019
- Q1 sales at MSEK 33 (17) plus 94 percent.
- EBITDA in Q1 positive of MSEK 3 (1).

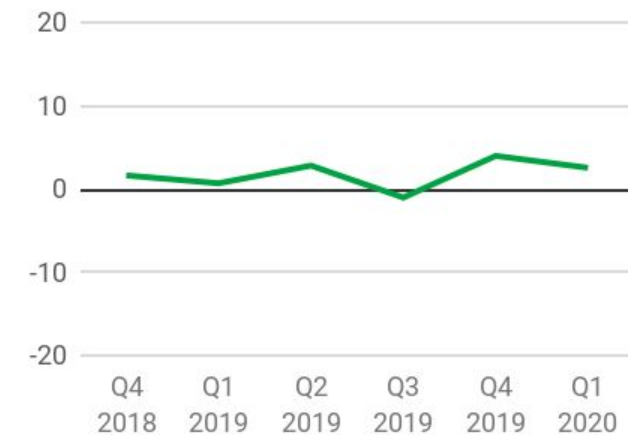
ORDER INTAKE MANAGED SERVICES 12M
ROLLING (MSEK)



SALES MANAGED SERVICES
(MSEK)



EBITDA MANAGED SERVICES
(MSEK)

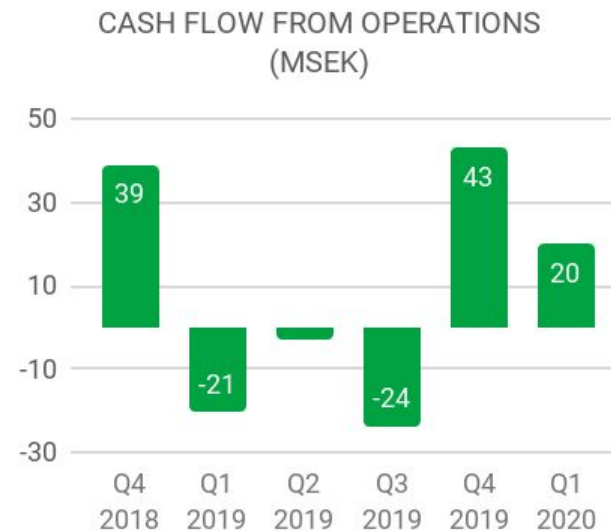
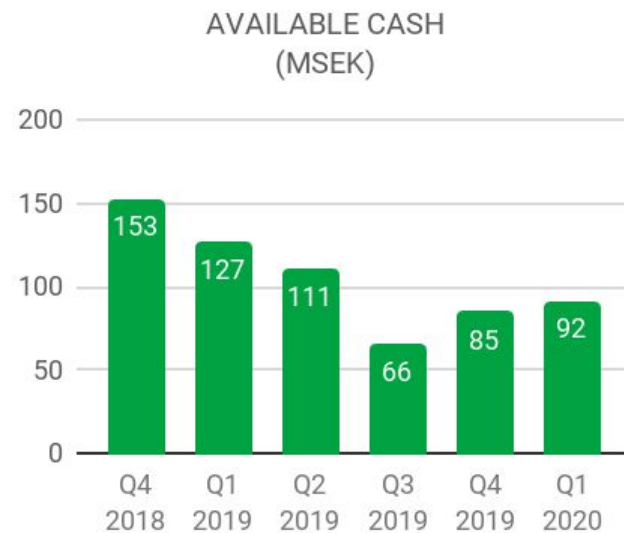


Consolidated Income Statement

	Jan - Mar 2020	Jan - Mar 2019	Jan - Mar 2020	Jan - Dec 2019
TSEK				
Net sales	95,630	78,440	95,630	406,325
Cost of goods sold	-66,964	-49,272	-66,964	-261,278
Gross profit	28,666	29,168	28,666	145,047
Selling expenses	-20,899	-18,933	-20,899	-81,157
Administrative expenses	-11,927	-9,331	-11,927	-41,067
Development expenses	-9,902	-13,930	-9,902	-47,849
Other operating expenses/income	341	848	341	634
Operating profit	-13,721	-12,178	-13,721	-24,392
Net financial items	-5,138	-465	-5,138	-3,137
Profit before tax	-18,859	-12,643	-18,859	-27,529
Tax	3,046	3,053	3,046	12,418
12 Profit for the period	-15,813	-9,590	-15,813	-15,111

Available cash and financial position

- Available cash at MSEK 92 (127)
- Q1 Operating cash flow at positive MSEK 20 (-21)
- Increased credit facilities with additional MSEK 50 to facilitate growth ambition



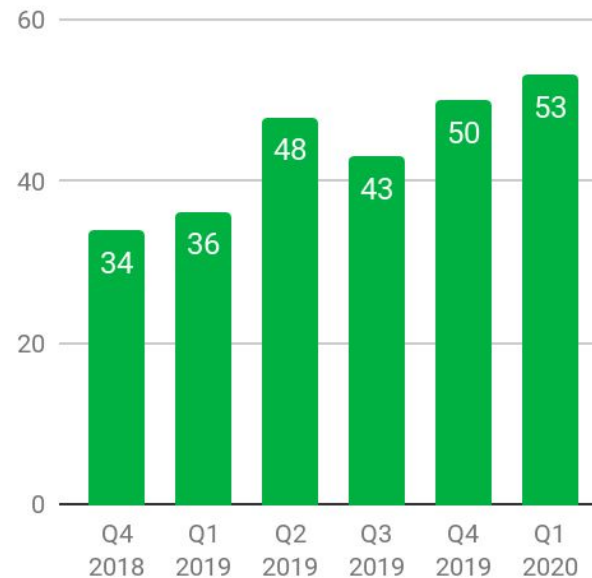


Covid-19 Business Continuity Planning

- Business in control
- Employees healthy and motivated
- Execution of Projects and Customer contacts continues
- Essential Business to Governments

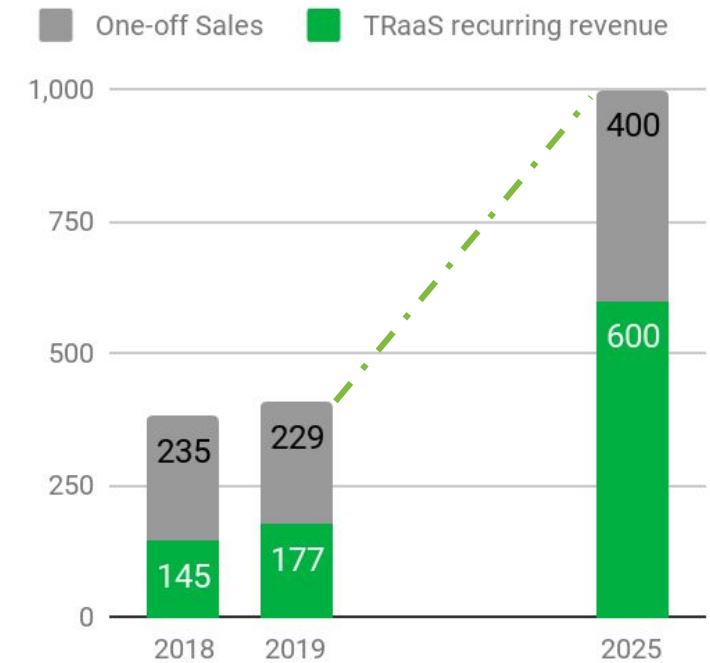
Limited Impact of Covid -19

TRAAS RECURRING REVENUE (MSEK)



47% TRaaS growth

SALES DISTRIBUTION BY NATURE (MSEK)



We retain our long term ambition

Q&A



Ivo Mönnink, CEO



Simon Mulder, CFO

Send us questions at investor@sensysgatso.com

